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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, July 1, 2010 at 9:30 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b>
<b>MINUTES APPROVED</b>	August 5, 2010

**MEMBERS PRESENT**

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding  
Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson  
Elaine Woerner, New Castle County, Professional Member  
Frani Melda, Kent County, Professional Member  
Tim Riale, Sussex County, Professional Member  
Dee Hake DeMolen, Kent County, Professional Member

**MEMBERS ABSENT**

Dick Brogan, Kent County, Professional Member  
John Tarburton, Sussex County, Public Member  
Karen Hamilton, Sussex County, Professional Member  
Tammy Reagan, Sussex County, Professional Member  
Geri Parisi, New Castle County, Professional Member

**DIVISION STAFF**

Sauna Slaughter, Administrative Specialist II

**ALSO PRESENT**

Karen Alleva, NCCBOR

**CALL TO ORDER**

Mr. Tims called the meeting to order at 9:36 a.m.

**REVIEW OF MINUTES**

A motion was made by Ms. Woerner, seconded by Mr. Riale, to approve the June 3, 2010 minutes as presented. Motion carried with Mr. Truemper and Ms. DeMolen abstaining.

**UNFINISHED BUSINESS**

Discussion Regarding Proposed Changes to CE Requirements

Ms. DeMolen provided the Committee with a list of CE requirements required by other states. The Committee reviewed the list and discussed the possibility of increasing the amount of required CE. The Committee also had some discussion regarding what the required courses should be. Ms. DeMolen will continue researching and working on the proposed changes along with Tim Riale and Karen Hamilton.

#### Discussion Regarding Annual Seminar

Ms. Slaughter advised the Committee that the Annual Seminar is scheduled for September 9, 2010 at Polytech Adult Education Center. She asked if anyone would be interested in attending and assisting with registration and handing out certificates at the end. Ms. Slaughter will address this with the Committee again in August to get confirmation of who will be able to attend.

### **NEW BUSINESS**

#### Review of Letters of Intent and Course Evaluations

A motion was made by Mr. Truemper, seconded by Ms. DeMolen, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

#### Review of Course Provider Applications

A motion was made by Mr. Truemper, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

##### Course Provider: Ward & Taylor LLC

Course Title: Don't Let Your Deal Go Down **Approved**

Credit Hours: 3

##### Course Provider: McKissock, LP

Course Title: Foundations in Sustainability: "Greening" the Real Estate and Appraisal Industry

Credit Hours: 7 **Approved**

Course Title: Leading the Real Estate Transaction **Approved**

Credit Hours: 4

Course Title: Using the HP 10Bii Calculator **Approved**

Credit Hours: 3

Course Title: Keeping Yourself and Your Broker Out of Court **Approved**

Credit Hours: 3

##### Course Provider: Sussex County Association of Realtors

Course Title: Short Sales: An overview **Approved**

Credit Hours: 3

##### Course Provider: Millman School of Real Estate LLC

Course Title: Adapting Your Business to a Changing Market **Approved**

Credit Hours: 3

##### Course Provider: Long & Foster Institute of Real Estate

Course Title: 99 hour Pre-Licensing\*\* **Approved**

Credit Hours: 99

##### Course Provider: NBI, Inc. DBA National Business Institute

Course Title: How to Obtain Good Title in Real Estate Transactions **Approved**

Credit Hours: 6

##### Course Provider: Carruthers Academy of Real Estate

Course Title: Sales Licensee Core Course **Approved**

Credit Hours: 3

##### Course Provider: The Commercial Real Estate School of TriState

Course Title: Ramp Up Your Business Brokerage **Approved**  
Credit Hours: 2

**\*\*** A motion was made by Ms. DeMolen, seconded by Ms. Woerner, to approve Long & Foster's request to allow them to issue certificates of completion to the participants who are enrolled in the current Pre-Licensing class in Bethany. Motion unanimously carried.

#### Review of Instructor Applications

A motion was made by Mr. Melda, seconded by Mr. Truemper, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Judith Venturini **Approved**

Continuing Education: Professional Enhancement: Real Estate Staging – Marketing Tool

Rick Allamong **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/

Professional Enhancement: Fair Housing/Delaware Agency

Pre-Licensing: Orientation/Real Estate Mathematics/ Real Estate Sales

Broker's Course: Brokerage/Real Estate Documents/Valuing Real Property/Financing/Ethics/Real Estate Investment/Mathematics

Lynnell Morgan **Approved**

Continuing Education: Professional Enhancement: Keeping Yourself and Your Broker Out of Court

John Ritchie **Approved**

Continuing Education: Professional Enhancement: Leading the Real Estate Transaction

John Sullivan **Approved, but cannot teach Real Estate Sales**

Continuing Education: Fair Housing Law/Agency Relationships and Responsibilities

Pre-Licensing: Real Estate Sales/Real Estate Law

Rod Santomassimo **Approved**

Continuing Education: Professional Enhancement: Ramp Up Your Commercial Business/Creating Market Presence/Implementing a Client Retention Program/Developing an Integrated Database System

Brian Glancy **Approved**

Continuing Education: Professional Enhancement: Ethical Considerations/Confidently Handling Title Insurance Claims and Litigation

Pre-Licensing: Real Estate Law/ Real Estate Mathematics

Gary Hecker **Approved**

Continuing Education: Professional Enhancement: Delaware Bond Program/IRS Regulations for First Time Home Buyers using the DE Bond Program

#### Review Student Requests for Approval of Educational Activity

Student: Samuel Iwu **Denied – Courses are specific to Appraisal and Pennsylvania**

Activity Title: The FHA & VA Appraiser Training

Credit Hours Requested: 14

#### Correspondence

#### Review Doug Doyle's Resume for consideration of Appointment to the Education Committee to Fill the Kent County Professional Member Vacancy

The Committee reviewed Doug Doyle's resume which was submitted to be considered for appointment to the Education Committee as a Kent County professional member. A motion was made by Ms. Woerner, seconded

by Ms. DeMolen, to recommend Doug Doyle to the Real Estate Commission for appointment. Motion unanimously carried.

**Other Business Before the Committee** (for discussion only)

There was no other business.

**Public Comment**

Ms. Alleva asked where Carruthers Academy of Real Estate was located because she was not familiar with them. The Committee advised they are based out of Maryland.

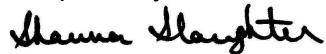
**Next Scheduled Meeting**

The next meeting will be held on Thursday, August 5, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**Adjournment**

There being no further business, the meeting adjourned at 10:45 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter  
Administrative Specialist II